MARYLAND
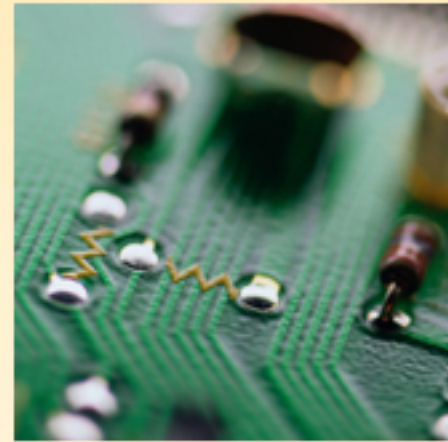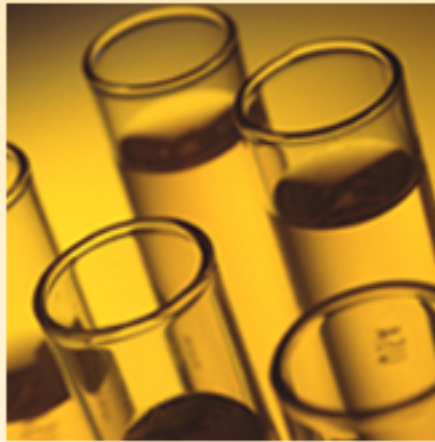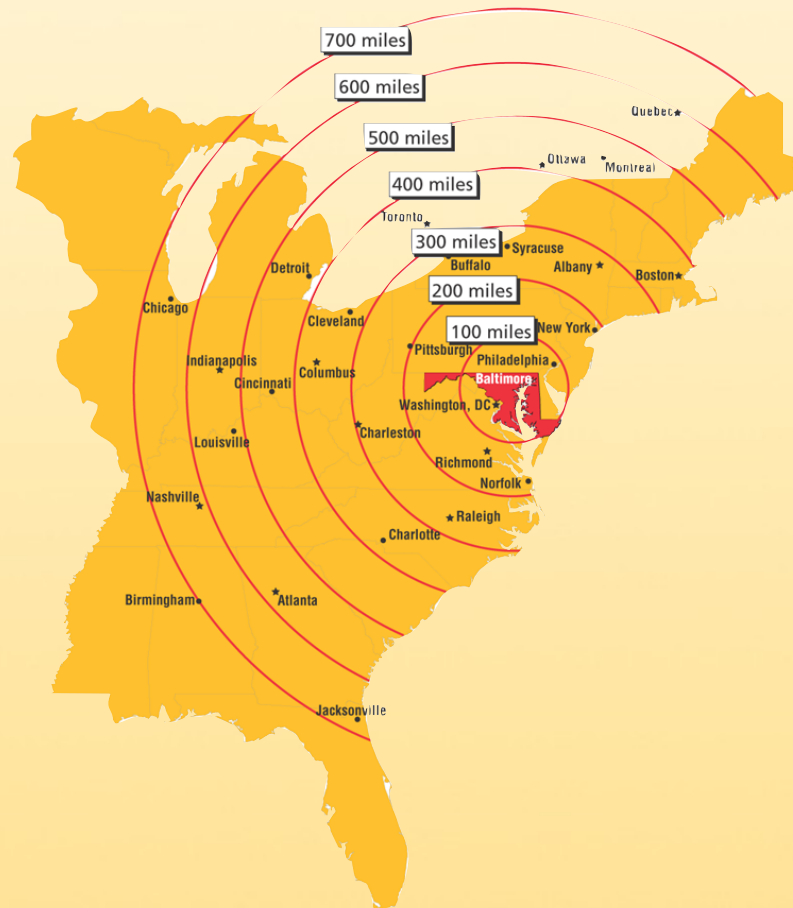
Thomas Kingston, Senior Director
Advanced Technology Group

The Maryland Advantage

MARYLAND

Strategic Location

❑ Bordering the United States Capital, Washington, DC, Maryland is at the center of the federal defense and aerospace industry

❑ Maryland is centrally positioned to reach the Boston-Atlanta-Chicago industry and financial markets

❑ Eastern Standard Time location overlaps business hours with other North/South American and European time zones

❑ Robust and growing international defense and aerospace network through embassies in nearby DC, major international business units, and educational partnerships

Strategic Industries

❑ Home to 800+ aerospace and defense business units including world leaders in defense/national security efforts such as Lockheed Martin, Northrop Grumman, Raytheon, CSC, Wyle Laboratories, SAIC, L-3, Boeing and General Dynamics plus the nation's first Homeland Security incubator

❑ 350+ Biosciences firms, including MedImmune, Human Genome Sciences, and Shire Manufacturing (Growing BioDefense cluster)

❑ Maryland offers a manufacturing and distribution hub for defense and aerospace supply chain activities

- Superior Interstate network (including I-95, I-70, and I-81)
- State-of-the-art Port of Baltimore with rail access
- BWI, Dulles International, Reagan National Airports for business travel and shipping options

Business Catalysts

❑ **55 federal institutions conducting important R&D**

- ▪ ARL, ARL Advanced Computer and Information Sciences, Carderock Naval Surface Warfare Center, IT Research Lab, National Institutes of Health, National Institutes of Standards and Technology, JHU-APL and the National Environmental and Information Service Science Center (NOAA).

❑ **Major Academic Institutes with Unique Expertise**

- ▪ Johns Hopkins University –including the Whiting School of Engineering and the Center for Nondestructive Evaluation
- ▪ University System of Maryland (UMD), with its Centers for Computer-Aided Life Cycle Engineering) and Electronics Products and Systems Center)
- ▪ Fraunhofer Center for Experimental Engineering at UMCP
- ▪ NASA-sponsored Center for Satellite and Hybrid Communication Networks (CSHCN)
- ▪ Center for Information Security and Assurance, a NASA designated Center of Academic Excellence in Security Assurance Education at UMBC

❑ **Prime contractors for partnerships**

- ▪ Boeing, CSC, General Dynamics, Lockheed Martin, Northrop Grumman, Raytheon, Wyle Laboratories and the Battelle Institute

Major Government Facilities

- Aberdeen Proving Grounds
- Army Research Laboratory HQ
- Army Medical Research Institute of Infectious Diseases (USAMRIID), Fort Detrick, Maryland
- Environmental Protection Agency
- Food and Drug Administration
- Information Technology Research Laboratory (Department of Treasury)
- National Security Agency
- Defense Information Systems Agency

- NASA Goddard Space Flight Center
- National Institute of Standards and Technology
- National Institutes of Health
- Naval Research Laboratory
- NAVSEA – Carderock
- NSWC – Indian Head
- Naval Air Warfare Center Aircraft Division
- Patuxent River Naval Air Station
- USDA Beltsville Agricultural Research Center

MARYLAND

Business Resources

❑ State of Maryland, Department of Business and Economic Development

❑ Technology Development Corporation (TEDCO)
  ▪ Transfer of technology from universities and federal institutions to the private sector

❑ State of Maryland Venture Fund

❑ Fraunhofer Software Engineering Center (FSEC)
  ▪ Helps companies to develop better software and reduce software development cycle

❑ Associations and Industry Groups
  ▪ AFCEA – 3 Maryland chapters
  ▪ American Electronics Association (AeA)-Potomac Council
  ▪ Greater Baltimore Technology Council
  ▪ Maryland Software Industry Consortium
  ▪ Tech Council of Maryland

MARYLAND

MARYLAND

Strategic Workforce

❑ 1st among the states in percentage of workforce in professional and technical positions

❑ 4th among states in percentage of workforce (25 years of age +) with BA or higher degree

❑ 58 accredited colleges and universities, including 18 colleges and universities in nearby Washington D.C.
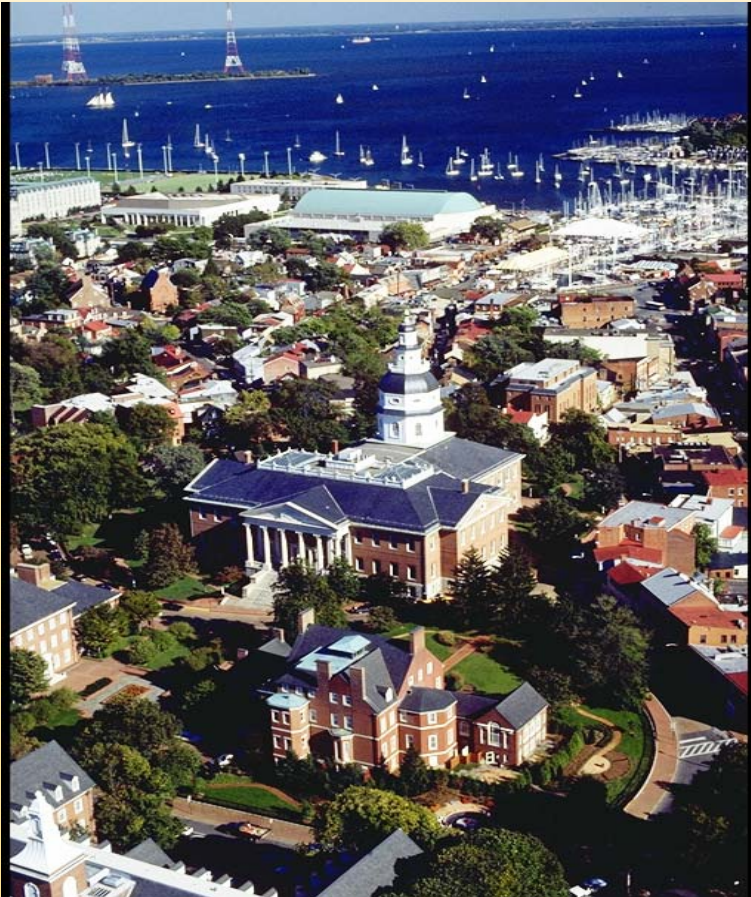
❑ 150 academic research centers for science and technology

MARYLAND

Strategic State Programs

- ❑ Empowerment Zones

- ❑ Foreign Trade Zones

- ❑ Research & Development Tax Credits

- ❑ Job Creation Tax Credits

- ❑ Brownfields Revitalization Tax Incentives

- ❑ Clean Energy Incentive Act

- ❑ Sales Tax Exemptions

- ❑ Financing Programs

- ❑ Credit Enhancement – MIDFA

- ❑ Workforce Development Programs – PWQ & MITP

- ❑ MEDCO

MARYLAND

MARYLAND

A Great Place to Live and Work

❑ **Cultural activities**

❑ **Chesapeake Bay**
- Sailing, Power Boating
- Stopover for Volvo Around the World Racing

❑ **Professional sports**
- Ravens & Redskins Football
- Orioles & Nationals Baseball

❑ **Diverse and affordable housing**
- Waterfront to rustic, all budgets and styles

❑ **Historical sites**

MARYLAND